

Message Text

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TAGS: BGEN, UR, US

SUBJ: OFFICE SPACE FOR U.S. COMPANIES IN MOSCOW

1. LOCAL IBM REP INFORMED COMMATT SEPTEMBER 27 THAT UPDK OFFICIAL (VORONIN) RESPONSIBLE FOR ALLOCATION OF OFFICE SPACE TO ACFREDITED COMPANIES HAD ADVISED IBM THAT ITS REQUEST FOR OFFICE SPACE COULD NOT BE SATISFIED UNTIL INTERNATIONAL TRADE CENTER WAS COMPLETED, AN EVENT WHICH VORININ SAID HE EXPECTED IN TWO YEARS (SIC). ON BASIS HIS CONVERSATION WITH VORONIN, IBM REP SAID HE HAD IMPRESSION THAT THIS NEGATIVE OUTLOOK APPLIED TO ALL U.S. COMPANIES AND NOT JUST IBM.

2. IN SUBSEQUENT CONVERSATION WITH VORININ, COMMATT SAID WE HAD BEEN INFORMED BY IBM OF UNFAVORABLE PROSPECTS FOR OFFICE SPACE AND WOULD NATURALLY BE CONCERNED IF U.S. COMPANIES HAD TO WAIT UNTIL COMPLETION OF INTERNATIONAL TRADE CENTER IN 1968 BEFORE OBTAINING PERMANENT OFFICE SPACE. VORONIN INSISTED THAT IBM REP HAD MISUNDERSTOOD UPDK'S POSITION. PROBLEM, HE MAINTAINED, WAS THAT IBM, AND SOME OTHER ACCREDITED U.S. COMPANIES, WERE PLACING UNREASONABLE DEMANDS ON UPDK. VORININ POINTED OUT THAT IBM HAD ASKED FOR 400 SQUARE METER OFFICE, WHICH HE SAID WOULD INDEED BE OUT OF QUESTION UNTIL INTERNATIONAL TRADE CENTER WAS COMPLETED. COMMATT SUGGESTED

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THAT IBM AND OTHER U.S. COMPANIES WOULD BE SATISFIED

WITH SMALLER, INTERIM OFFICES AND
REMINDED VORININ THAT SOVIE SIDE WAS COMMITTED TO
PROVIDE OFFICE SPACE.

3. IMB REP LATER ADVISED COMMATT THAT DEPUTY CHIEF OF MINISTRY
OF FOREIGN TRADE'S PROTOCOL DEPARTMENT SHPINKOV HAD ASSURED HIM
THAT VORONIN'S PESSIMISTIC OUTLOOK WAS NOT JUSTIFIED AND THAT
IBM, AND OTHER ACCREDITED COMPANIES, COULD EXPECT
PROGRESS ON OFFICE FRONT LONG BEFORE INTERNATIONAL TRADE
CENTER IN OPERATION. IMB REP ONTED THAT IMB CHAIRMAN
CARY WOULD BE IN MOSCOW FOR UPCOMING MEERING OF US-USSR
TRADE/ECONOMIC COUNCIL'S (USTEC) BOARD OF DIRECTORS, AT WHICH TIME
HE WOULD MAKE MAJOR PUSH TO OBTAIN OFFICE SPACE.

4. COMMENT: EMBASSY ANTICIPATES THAT MEMBERS OF USTEC
BOARD OF DIRECTORS WHOSE COMPANIES HAVE PERMISSION OPEN
ACCREDITED OFFICES HERE WILL USE OCCASIONM OF BOARD
MEETING TO PRESSURE SOVIETS FOR MOVEMENT ON BOTH OFFICES
AND APARTMENTS FOR THEIR MOSCOW REPRESENTATIVES.
IN VIEW FACT THAT BOTH SUBJECTS HAVE BEEN DISCUSSED
AT MEETINGS OF JOINT COMMERCIAL COMMISSION,
DEPARTMENT MAY WISH TO CONSIDER POSSIBILITY
THAT SECRETARY SIMON COULD MENTION OUR CONTINUING
INTEREST IN THIS SUBJECT DURING DISCUSSIONS WITH
PATOLICHEV OR OTHER SENIOR OFFICIALS OF MINISTRY OF
FOREIGN TRADE.
DUBBS

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